



Revision number:

Purchasing Agent: MARK HELLEWELL

**Item: LCD PROJECTORS**

Vendor: 23590C VISUAL TECHNOLOGY, INC.  
474 BEARCAT DR  
SALT LAKE CITY, UT 84115

Internet Homepage:

Telephone: (801) 487-6000

Fax number: (801) 487-6090

Contact: REX HARRISON

Email address: REX@VISUATEK.COM

Brand/trade name:

Price: SEE ATTACHED  
Terms: NET 30  
Effective dates: JUNE 1, 1999 through JUNE 1, 2001  
Days required for delivery: STOCK TO 20 DAYS  
Price guarantee period:  
Minimum order: \$20.00  
Min shipment without charges:  
Other conditions:

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**THIS IS A NEW CONTRACT**

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PLEASE REFERENCE MA-1077, MA-1078, MA-1079, MA-1080 AND MA-1082 BEFORE MAKING A PURCHASE DECISION.

This contract covers only those items listed in the price schedule. It is the responsibility of the agency to ensure that other items purchased are invoiced separately. State agencies will place orders directly with the vendor (creating a PG in Finet) and make payments for the same on a PV referencing the original PG. Agencies will return to the vendor any invoice which reflects incorrect pricing.



PRICE LIST FOR LCD PROJECTORS

**CANON**

ULTRA PORTABLE	\$90.00 DEALER PROFIT PLUS SHIPPING
CONFERENCE ROOM	\$225.00 DEALER PROFIT PLUS SHIPPING
ACCESSORIES AND REPLACEMENT BULBS	VARIABLE DEALER PROFIT PLUS SHIPPING

**DAVIS**

ULTRA PORTABLE	\$90.00 DEALER PROFIT PLUS SHIPPING
CONFERENCE ROOM	\$225.00 DEALER PROFIT PLUS SHIPPING
ACCESSORIES AND REPLACEMENT BULBS	VARIABLE DEALER PROFIT PLUS SHIPPING

**EIKI**

ULTRA PORTABLE	\$90.00 DEALER PROFIT PLUS SHIPPING
MOBILE PRESENTER/DESKTOP	\$160.00 DEALER PROFIT PLUS SHIPPING
CONFERENCE ROOM	\$225.00 DEALER PROFIT PLUS SHIPPING
ACCESSORIES AND REPLACEMENT BULBS	VARIABLE DEALER PROFIT PLUS SHIPPING

**IN FOCUS**

DIRECT PURCHASE PLUS SHIPPING

**PANASONIC**

DIRECT PURCHASE PLUS SHIPPING



## **REPLACEMENT/REPAIR POLICY**

It is now our policy, and as a service to the contract customers it will continue to be our policy as follows:

- 1- A "loaner" projector will be available for a limited time (5 days) during repair of product out of manufacturers original warranty.
- 2- Because most repairs end up to be lamp replacements, we will stock the most common lamps for each manufacturer to expedite the repair of their unit.
- 3- A technician will review each repair unit within 48 hours to be sure of nature of the problem and take steps to complete repair whether on site, or returned to the regional service center.
- 4- If long term loans are necessary, rental rates at discounted rates (50%) can be arranged.

## **DEMONSTRATOR POLICY**

We will have each model offered for contract, available for demonstration. On-site demos are available free of charge along the Wasatch Front.

In order to cut costs, we will also offer In-Store Demo's and training every Tuesday and Thursday afternoon.

On-Site Trial Demos are available but are limited to a 24 hour period.

Users outside the Wasatch Front can have projectors shipped to them for trial, but must be responsible for all shipping charges to and from their location.

## **TRAINING POLICY**

- 1- Initial On-Site set-up and training will be offered to anyone who requests it.

Training will be for one hour only.

If additional technical information or help in integrating is needed we can provide that at an additional cost of \$ 35.00/hr.

- 2- Users will be encouraged to receive training at VTI in an effort to reduce costs.

## **INSTALLATION CHARGES ARE AS FOLLOWS -**

Labor:	\$ 58.00/hour
Mounting hardware	as quoted under Accessories
Cables and Supplies	cost plus 10%
Travel to Job	Billed at \$ 29.00/hour

## **FINET CODE (S):**

2077500000-Projection Devices, Liquid Crystal Display (LCD)

8407600000-Video Projectors

8804200000-Projection Panels, Pads, and Accessories for Computers